Message Text

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INFO OCT-01 EUR-12 ISO-00 SP-02 ICA-11 AID-05 NSC-05 TRSE-00 SS-15 STR-07 OMB-01 CEA-01 L-03 CIAE-00 INR-10 NSAE-00 PA-01 /082 W

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R 260707Z JUL 78 FM AMEMBASSY BUDAPEST TO SECSTATE WASHDC 2019 INFO AMEMBASSY LONDON USDOC WASHDC

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E.O.11652: NA TAGS: EEWT HU

SUBJECT: MEW RABA AXLE SALE UNDER DISCUSSION WITH GM

REF: (A) BUDAPEST 2744 (NOTAL) (B) USDOC 12929 (NOTAL)

- 1. GENERAL MOTORS REGIONAL REP CALLED EMBASSY FROM LONDON JULY 21 TO INFORM US THAT RABA GENERAL DIRECTOR HORVATH WILL LEAD GROUP TO VISIT GM TRUCK AND COACH DIVISION IN DETROIT AUG 1 TO DISCUSS PROPOSED SALE OF AS MANY AS 60,000 AXLE UNITS FOR GM MEDIUM-SIZE VANS AND TRUCKS. VALUE OF SALE COULD BE IN RANGE OF \$30-60 MILLION. PROPOSED SALE SEPARATE FROM EATON-RABA CONTRACT REPORTED REFTEL (A), BUT EATON MAY BE BROUGHT INTO THESE DISCUSSIONS ALSO.
- 2. GM IN GREAT BRITAIN HAS COMPLETED TESTING RABA HEAVY AXLES DESIGNED WITH GM ASSISTANCE AND HAS BEGUN PRUCHASING AXLES FOR USE IN BEDFORD TRUCKS. (COMMENT: WE BELIEVE THIS IS PROGRAM MENTIONED BY ROCKWELL REP IN PARA 5 REFTEL (B).)
- 3. KRAUSE SAID RABA RAN LATE IN GETTING PRODUCTION LINES INTO OPERATION FOR BEDFORD SALE; HE IS WORRIED LIMITED OFFICIAL USE

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WHETHER RABA HAS CAPACITY TO TAKE ON LARGE NEW ORDER FROM GM. COMMENT: KRAUSE'S CONCERN IS UNDERSTAND-ABLE, SINCE RABA HAS RECENTLY TAKEN ON MAJOR NEW ORDERS FROM EATON, INTERNATIONAL HARVESTER, AND GM'S UK TRUCK DIVISION. WE EXPECT RABA WOULD BE CAREFUL TO PROTECT ITS PRESENT EXCELLENT REPUTATION FOR RELIABILITY BY NOT TAKING ON ORDERS IT COULD NOT MEET, BUT THERE IS

NO QUESTION A LARGE SALE SUCH AS KRAUSE DESCRIBED WOULD STRETCH RABA'S CAPACITY. END COMMENT.

4. MEMCON FOLLOWS. EISENSTADT

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Message Attributes

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